

# NEW MEXICO 4-H

## Aggie Next Step

### Money, Money, Money Cars & Loans



## Post Secondary Pathways



Newt McCarty, State 4-H Agent and Chelsey Juenemann, Education Specialist



New Mexico State University is an equal opportunity employer and educator.  
NMSU and the U.S. Department of Agriculture cooperating.  
[nm4h.nmsu.edu](http://nm4h.nmsu.edu)



BE BOLD. Shape the Future.  
College of Agricultural, Consumer  
and Environmental Sciences  
Cooperative Extension Service  
Extension 4-H Youth Development



# Cars & Loans

## INTRODUCTION

Buying a car is a big decision that involves more than just picking the one you like – it's about understanding the total costs, the paperwork, and how financing works. In this lesson, participants will explore the world of car buying and learn how loans work. They will build their car-buying vocabulary and get a clear picture of what it costs to finance a vehicle.

## SET UP

Review lesson materials and determine which worksheets and handouts you will use for the lesson. Print enough pre/post assessments, worksheets, and handouts for each participant.

## ACTIVITY

1. Have participants complete the **Pre-assessment**.
2. Activate prior knowledge by leading a whole group discussion about the car-buying experience. Chart responses on the board for reference later.
  - Q: Has anyone purchased a car or been with someone when they purchase one?*
  - Q: What do you need to take into consideration when buying a vehicle?*
  - Q: What resources are available to you for exploring the purchase of a vehicle?*
3. (Prior printing and cutting of materials is required.) Divide participants into small groups of 3-4. Distribute **Car Buying Terms – Card Sort** pre-cut cards to each group.
  - Print and cut each column into three separate cards: Term / Definition / Scenario.
  - Mix them up and give to student groups.
  - \*Note: The terms are divided into two categories. You may mix both categories together or complete one category at a time.
  - Task: match the correct trio for each term.
  - Optional challenge: groups explain one term in their own words and give a new scenario.

## Supplies

- Worksheets
- Handouts
- Pens/Pencils

## OUTCOMES

### Students will be able to:

- **Define** car-related financing terms.
- **Evaluate** how the purchase price and loan options impact monthly payments.
- **Make** informed decisions about purchasing or leasing a vehicle
- **Analyze** a real-life scenario.

This activity can also be completed by reading and discussing the terms without cutting/sorting.



# Cars & Loans

4. Distribute *Let's Make a Deal. . . Or Not* and allow time to complete individually or in small groups. (If internet access is not available, provide participants with 3-4 cars/prices to choose from.)
5. When finished, groups can share highlights, so the group can compare different decisions and tradeoffs.
6. Wrap-up with these whole group questions:
  - Q: If you are buying and paying for your first car, will you look for a new or used vehicle? Why?*
  - Q: What surprised you about the cost of owning a car?*
  - Q: What new perspectives do you have about what it costs your family to have a car?*
7. *Exit Ticket* – depending on time, this can be done as a class discussion, or students can complete the worksheet in class, as homework, or in the following class.
8. **Have participants complete *Post-assessment*.**

## WRAP UP

Buying a car isn't just about the model or color you like—it's about making informed, responsible decisions. Being financially responsible and understanding your choices will help you save money and avoid surprises in the future. Take these skills with you when it's time to make a real-world car purchase!



New Mexico State University is an equal opportunity/affirmative action employer and educator.  
NMSU and the U.S. Department of Agriculture Cooperating.

[nm4h.nmsu.edu](http://nm4h.nmsu.edu)



**BE BOLD.** Shape the Future.  
College of Agricultural, Consumer  
and Environmental Sciences  
Cooperative Extension Service  
Extension 4-H Youth Development



# Cars & Loans

## RESOURCES

### NM Standards:

NM PED Standards: Career and Technical Education (CTE):

CTE 1.1.2: Demonstrate knowledge and skills in language arts

CTE 2.1.1: Select and employ appropriate reading and communication strategies

CTE 2.1.9: Listen to and speak with diverse individuals to enhance communication skills

CTE 3.1.1: Employ critical thinking skills to solve problems and make decisions

CTE 9.1.1: Identify and demonstrate the use of positive work behaviors and personal qualities needed to be employable (budgeting)

Common Career Technical Core (CCTC) Standards: Career Ready Practices (CRP):

CRP-3: Attend to personal health and financial well-being

CRP-4: Communicate clearly, effectively, and with reason

Optional ELA Alignment (Grades 6-12):

RI1: Read closely to determine what the text says

SL1: Participate in a range of conversations

L4: Determine the meaning of unknown words

L6: Acquire and use a range of domain-specific words and phrases

### Video Resources:

Note: Please preview all videos before showing them to students to ensure they are age-appropriate, relevant, and aligned with your classroom needs.

*The "Real" Cost of Buying a Car*

[https://youtu.be/hP5WetIH0K8?si=Pk7t2oeNWR\\_AHh5E](https://youtu.be/hP5WetIH0K8?si=Pk7t2oeNWR_AHh5E)

*Comparing the Cost of New and Used Cars*

<https://youtu.be/EbcJeWzYlyw?si=k3AYb62Ak5pyCfZA>



New Mexico State University is an equal opportunity/affirmative action employer and educator.  
NMSU and the U.S. Department of Agriculture Cooperating.

[nm4h.nmsu.edu](http://nm4h.nmsu.edu)



BE BOLD. Shape the Future.  
College of Agricultural, Consumer  
and Environmental Sciences  
Cooperative Extension Service  
Extension 4-H Youth Development